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Tutorial](#)Source: **News & Business > Combined Sources > News, All (English, Full Text)** Terms: **gould electronics materials** ( [Feedback on Your Search](#) )☐ Select for FOCUS™ or Delivery*Gould Further Consolidates U.S. Product Distribution Business Wire April 10, 2002, Wednesday*Copyright 2002 Business Wire, Inc.  
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April 10, 2002, Wednesday

**DISTRIBUTION:** Business Editors & High Tech Writers**LENGTH:** 356 words**HEADLINE:** Gould Further Consolidates U.S. Product Distribution**DATELINE:** EASTLAKE, Ohio, April 10, 2002**BODY:**

**Gould Electronics** Inc. today announced that it has named **Insulectro**, the world's largest distributor of advanced printed circuit **materials**, as the exclusive distributor to printed circuit board manufacturers for its CAC(R) (Copper-Aluminum-Copper) foil and related products in the upper Midwestern United States.

This business relationship became effective on March 18, 2002. The products affected by this decision are those manufactured by **Gould's Hampstead, NH, facility, formerly known as JJA, Inc.**

Insulectro already is the exclusive distributor of **Gould's** CAC(R) foil and related products in the Eastern and Western U.S. Since 1989, the Lake Forest, California-based distributor has also been **Gould's** exclusive representative for its full line of copper foil and, more recently, specialty products.

"We made this change to better service our customers who will benefit from working with Insulectro as a familiar, single source for all their **material** requirements for PCB fabrication," said **Gould** Vice President Richard Steiner. "Insulectro will provide them with a comprehensive product line, responsive **material** management capabilities and multiple just-in-time supply locations."

"The consolidation is a strategic action and we thank Hamlet & Smith, the company that previously handled these products in the upper Midwest, for their years of assistance," he added.

**Gould** is a worldwide leader in the production of printed circuit **materials** and optoelectronic

products, including JTC(TM) electrodeposited copper foil, CAC(R) (Copper-Aluminum-Copper) foil, **Gould(R)**flex adhesiveless flexible laminates and fiber optic couplers with value-added assemblies. Headquartered in Eastlake, OH, the company operates 12 facilities in North America, Europe and Asia and is supported by a worldwide sales and distribution network. **Gould** is a wholly owned subsidiary of Japan Energy Corporation. More information is available at [www.gould.com](http://www.gould.com).

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